



FIG. 2a

# OF ADD'L HOMES LISTED  
 AVERAGE PRICE  
 TOTAL POTENTIAL SALES  
 ASSUMED FAILURE RATE  
 TOTAL NET SALES  
 6% COMMISSION EARNED ON NET SALES  
 ADVANCES REQUIRED @20% OF 6% COMMISSION  
 ON POTENTIAL SALES  
 ASSUMED FAILURE RATE  
 CALCULATED BROKER'S COST  
 INTEREST RATE ON ADVANCES  
 ASSUMED MONTHS ON MARKET  
 INTEREST COST ON ADVANCES  
 TOTAL COST TO BROKER BEFORE LICENSE FEE  
 NET BENEFIT TO BROKER

	10	10	10
\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000
\$ 10,000,000	\$ 10,000,000	\$ 10,000,000	\$ 10,000,000
10%	20%	20%	30%
\$ 9,000,000	\$ 8,000,000	\$ 7,000,000	\$ 7,000,000
\$ 540,000	\$ 480,000	\$ 420,000	\$ 420,000
(120,000)	(120,000)	(120,000)	(120,000)
10%	20%	30%	30%
(12,000)	(24,000)	(36,000)	(36,000)
10%	10%	10%	10%
4	4	4	4
(4,000)	(4,000)	(4,000)	(4,000)
(16,000)	(28,000)	(40,000)	(40,000)
524,000	452,000	380,000	380,000

FIG. 2b

# OF ADD'L HOMES LISTED	10	10	10
AVERAGE PRICE	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000
TOTAL POTENTIAL SALES	\$ 10,000,000	\$ 10,000,000	\$ 10,000,000
ASSUMED FAILURE RATE	10%	20%	30%
TOTAL NET SALES	\$ 9,000,000	\$ 8,000,000	\$ 7,000,000
3.5% COMMISSION EARNED ON NET SALES	\$ 315,000	\$ 280,000	\$ 245,000
ADVANCES REQUIRED @20% OF 6% COMMISSION			
ON POTENTIAL SALES	(120,000)	(120,000)	(120,000)
ASSUMED FAILURE RATE	10%	20%	30%
CALCULATED BROKER'S COST	(12,000)	(24,000)	(36,000)
INTEREST RATE ON ADVANCES	10%	10%	10%
ASSUMED MONTHS ON MARKET	4	4	4
INTEREST COST ON ADVANCES	(4,000)	(4,000)	(4,000)
TOTAL COST TO BROKER BEFORE LICENSE FEE	(16,000)	(28,000)	(40,000)
NET BENEFIT TO BROKER	299,000	252,000	205,000